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Tardy NHTSA to expose failure of 'passive' belts

JACK KEEBLER and LIZ PINTO
Staff Reporters

Last September, a Brunswick, Maine, policeman died when he was thrown from his Caprice cruiser during a high-speed chase. The automatic belt system, mounted on a door that swung open in the crash, failed him.

Maine State Police who investigated the accident subsequently retrofitted all 12[illegible] of their 1990 Caprice police cruisers with manual three-point belts attached to the B-pillars — the traditional restraint system that had been outlawed by the federal government in the name of "passive" safety.

The police suspected what an increasing body of evidence is showing: that so-called "passive" belts are inferior to properly used manual belts. That evidence also suggests that all automatic seat belts do not provide equal protection.

Later this year, the National Highway Traffic Safety Administration is expected to release a study started in early 1990 that reveals the inferior protection provided by some passive belt systems permitted under the 1984 Federal Motor Vehicle Safety Standard 208. That rule mandates either air bags or — in a compromise with automakers who opposed air bags — automatic belt systems.

MORE ON SAFETY BELTS
Belts cost less ➤ 32
Curry's st[illegible] ➤ 33

The NHTSA study will focus on motorized shoulder belt systems that require users to fasten lap belts manually, say government sources. NHTSA also is investigating improper usage, non-usage and ejections relating to the three-point, door-mounted system.

NHTSA numbers suggest that as many as 63,000 lives could have been saved if air bags had been the only passive restraint mandated for both front-seat positions in 1984 and if occupants had used manual belts with the bags.

But the study may be too late to save any lives.

First, consumers have embraced air bags as the passive restraint of choice, and automakers are scrambling to meet the demand. Resistance to air bags has diminished because suppliers have slashed air bag prices.

Second, legislators are already

see BELTS, 32

AUTOMOTIVE NEWS/JOE WILSSENS

GM's passive belt forces occupants to slide awkwardly under the extended webbing — when they use it at all.

FORD

Federal regulations affect new models as much as battles with any competitor

Fourth in a series of articles exploring product plans of the U.S. Big 3 and Asian and European automakers.

KATHY JACKSON
Staff Reporter

General Motors, Chrysler Corp. and Japanese automakers won't be the only ones challenging Ford Motor Co. this decade.

In Ford's view, Washington is as key a nemesis as they come as the automaker attempts to meet new government standards, win back market share and report black ink again.

At its annual meeting in May, Chairman Harold Poling said the 1990 Clean Air Act, new safety rules and [illegible]oposals to increase fuel economy will stretch the company's human and financial resources to the limit. It will cost Ford $2.6 billion, or $600 per vehicle, just to comply with the new clean air rules, Poling said.

But he insists that won't stop Ford's drive to keep fresh products on the market.

POPULAR MECHANICS/JIM DUNNE

The Mercury Villager minivan is similar in size to Chrysler Corp.'s minivans. A Taurus-style nose disguises this prototype.

"Contrary to what you may have heard or read, we have not made any significant cutbacks in our product plans."

Plans call for most Ford [illegible]rs and trucks to get facelifts or redesigns in the next five years, and some platforms will be replaced. One new nameplate is on the horizon: the 1993 Mercury Villager minivan.

And many of those vehicles will be powered by new engines, primarily Ford's four-cylinder Zeta engines, expected to arrive in at[illegible]t 1994, and an expanding modular engine program.

Poling said worldwide capital spending between 1991 and 1995 would be up from the $26 billion spent the previous five-year period. Company insiders peg the figure at about $30 billion.

Lighter bodies with

see FORD, 18

Chrysler goes dual in cities

MARY CONNELLY
Staff Reporter

Chrysler Corp. has thrown out a fundamental tenet of Big 3 dealer strategy by dualing Chrysler-Plymouth and Jeep-Eagle franchises in single showrooms in seven metropolitan areas.

The ban on such duals is crumbling under pressure from dealers worried that the corporation lacks the financial and product wherewithal to carry 5,000 dealers in three networks through the 1990s.

In the past year, Chrysler has permitted 77 Chrysler-Plymouth/Jeep-Eagle duals, said T.R. "Ted" Cunningham, Chrysler's executive vice president of sales and marketing. Eleven of those 77 have been in seven metropolitan markets where traditionally the company would have required separate dealerships.

The remainder have been in secondary markets where corporate dualing is a long-standing practice.

Company officials insist there is no plan to reduce the dealer count substantially or to eliminate a brand.

But some Chrysler Corp. dealers suspect that the move could lead to a repositioning in which Ply-

see FRANCHISES, 34

U.S. grows impatient with Japanese parts-buying levels

MARY ANN MASKERY
Staff Reporter

TOKYO — The United States has told Japan that it has run out of patience with Japan's pledges to purchase more U.S. auto parts.

After three days of talks on parts trade last week, J. Michael Farren, U.S. undersecretary of commerce for int[illegible]national trade, said he told the Japanese side, "We are not satisfied with the progress to date on the purchase of parts from traditional American auto suppliers."

Farren: game one-sided ➤ 34

In earlier meetings, Japanese automakers had urged patience because of their four-year product cycles. But Farren said he told them, "We were patient for four years; we don't have more patience to offer."

The $10.5 billion U.S. deficit in auto parts accounts for about one-fourth of its total trade deficit with Japan.

Japanese negotiators repeated their stand that they are making progress in purchasing U.S. parts and plan to buy more.

Despite the stern language, the latest MOSS (market-oriented sector-selected) talks on auto trade

see BELTS, 37

INSIDE:

No cars, no problem:
Skocar, Skoda's C[illegible]dian distributor, is still in business even though it's been [illegible] years since it had a new car to sell. And it may never get another car from the factory. Page 3.

Sales recovery treads rocky road

JIM HENRY
Staff Reporter

Sales continued to improve over the calamitous totals of early this year, but mid-July remained weak in comparison with year-ago figures.

The industry sold 372,567 cars and light trucks, down 8.2 percent from a weak 1990 period. July 11-20 had nine selling days each year.

"We are on a recovery path, but recoveries are bumpy, and recoveries never go straight up," said Scott Merlis, auto analyst for Morgan Stanley & Co. in New York. Merlis said fleet sales usually decline from the second to the third quarter, which helps account for the fact that sales haven't improved any more than they have.

10-day sales table ➤ 35

As in early July, Toyota Motor Sales U.S.A Inc. posted the best year-ago comparison of the major car companies, with car and light-truck sales up 12.6 percent.

Toyota brand car sales rose 16.6 percent. Sales of the Tercel, an early blooming 1992 model, were 45.3 percent above the year-ago period, Toyota reported. Lexus car sales were up 16.5 percent, and Toyota truck sales grew 3.2 percent.

Each of the U.S. Big 3 posted lower sales, ranging from Ford Motor Co.'s loss of 16.5 percent to General Motors' decline of 4.3 percent.

Last year, sales for the Big 3 were down 13 to 18 percent in mid-July, which further blackens this year's picture.

Chrysler Corp. sales declined 9.3 percent. *Automotive News* estimates 10-day sales for Chrysler and for most imports.

GM's car sales were about even with last year, down 0.4 percent or 368 units.

Among the GM divisions, Buick continued its year-to-date improvement, with 10-day sales up 1.0 percent.

Volume leader Chevrolet was down 5.3 percent at 73,159 cars and trucks, but it length ned its lead over Ford Division, which sold 65,466.

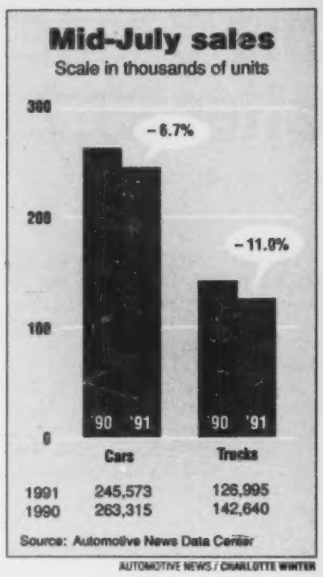
GM light-truck sales were down 12.3 percent in mid-July.

Sales at the Japanese-based companies varied.

American Honda Motor Co. Inc. fell 13.8 percent, despite a 4.0 percent rise in Acura sales.

Nissan Motor Corp. in U.S.A. was up 3.4 percent, as its Infiniti luxury division more than doubled sales over a year ago. Sales of U.S.-built Sentras and pickup trucks also rose.

Except for Isuzu Motors of America Inc., whose sales jumped 22.2 percent, combined import-domestic sales fell for the other Japanese companies with U.S. production facilities. Sales were off 14.8 percent at Subaru of America, which had been up 7.9 percent through the first half of the year.



AUTOMOTIVE NEWS / CHARLOTTE WINTER

Car drought is standard for Skoda Canada

JEREMY SINEK
Special Correspondent

TORONTO — Skoda's distributor in Canada is still in business, even though it hasn't had a new car to sell in more than two years.

Since the Czechoslovakian automaker delivered the last of its dated, rear-engine 135 GLi models to Canada in April 1989, Canadian-owned Skocar Inc. has waited in vain for its replacement, the front-wheel-drive Favorit. And Skocar may never receive another car from the Skoda factory.

AUTOMOTIVE NEWS/JOE WILSSENS

Nick Janakovic has stayed a Skoda dealer even though he hasn't had a car to sell in two years.

Production of the Bertone-styled Favorit began in Czechoslovakia in 1988. Since then, the Iron Curtain has been lifted and Volkswagen AG agreed last fall to take control of what had been Eastern Europe's largest automaker.

Now lines of communication are in tatters, and North American exports are on hold.

"All the top people that we were used to dealing with, who were staunch Communists, left very quickly," says Christopher Rines, Skocar's operations manager.

The phased buyout of Skoda by VW will clearly change things, though nobody seems to know how. VW's initial 31 percent stake is scheduled to rise to 70 percent by 1995.

"We had hoped that with the VW purchase, decisions would be made — whether they were decisions we wanted to hear or not — and we would have some kind of a clear direction as to where we were going," says Rines.

"But we have had absolutely no indication of Skoda's intentions for this market. It has made our position extremely uncomfortable."

Clive Warrilow, president of Volkswagen Canada Inc., confirms that Volkswagen AG is a long way from making any decisions about Skoda in Canada: "They have so much to do internally and in Europe that they're not even thinking about North America yet."

But Warrilow is sure VW Canada Inc. will be involved in any decision. And if that happens, Skocar's future becomes a even more of a question.

"I can only surmise that a company as big and respected as VW would reach an amicable settlement" with Skocar if Skoda decides to distribute through VW Canada, says Rines. "If they decide to pull out of the market, there is a responsibility to existing customers that must be met (especially) if they had any vision of selling the car here in the future."

Skocar executives plan to visit Czechoslovakia in August to try to get some answers.

Meanwhile, the tiny importer based just outside Toronto has sublet half its building and slashed its payroll from 13 people to four.

"The reason we're still here is to maintain a presence in the market and provide parts and service and technical support to

see **SKOCAR,** *37*

Study stalls; CAFE delay to '92 likely

DIANA T. KURYLKO
Staff Reporter

WASHINGTON — Debate on raising fuel economy standards won't resume until at least September, and lobbyists are now betting that any increase won't be approved until mid-1992.

The issue has been put off in part because of delays in a National Academy of Sciences report on the economic and technical feasibility of higher standards. The results were expected by June 30, but the project got off to a slow start and the report isn't scheduled for release until this fall.

The auto industry is banking on the research to prove what it has been arguing on Capitol Hill: A big increase in corporate average fuel economy rules is not technologically or economically feasible.

Two bills are ready for debate by the full Senate but have been delayed by politicking. Senate Majority Leader George Mitchell, D-Maine, has failed to strike a deal with the bills' sponsors and hasn't scheduled either for a floor vote. Congress will recess from Aug. 5 to Sept. 6.

One of those bills, sponsored by Sen. J. Bennett Johnston, D-La., was amended two weeks ago to include specific CAFE increases. The original bill, which was supported by the auto industry, would have authorized the Department of

see **CAFE,** *33*

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Yugoslavia strife perils Yugo

RICHARD BRUNER
Staff Correspondent

BUDAPEST, Hungary — The civil strife that has crippled daily routine in much of Yugoslavia has brought Zavodi Crvena Zastava, the big machinery and weapons conglomerate that produces Yugo cars, to the brink of collapse, senior officials warned last week.

The turmoil, sparked by the push of two states to secede from the Yugoslav federation, has choked off operating credit and obstructed the flow of components from domestic and foreign suppliers, Oliver Kankaras, a company director, said in a telephone interview from Belgrade.

Kankaras, who heads Zastava-Impex, the company's import-export arm, said his company has met with officials of the federal Yugoslav government, prominent banks and its suppliers in an effort to keep the company from collapsing.

Because of mounting parts shortages, production has fallen from a normal rate of 600 to 700 vehicles a day to fewer than 400 a day, he said. The company produced 189,000 vehicles last year.

At the same time, exports and domestic sales have fallen 50 percent since the civil turmoil began, Kankaras said.

William E. Prior, chief operating officer of Yugo America Inc., said last week the turmoil had not yet affected the U.S. subsidiary, where sales in June were 228.

The turmoil has choked off operating credit and obstructed the flow of components from domestic and foreign suppliers.

Oliver Kankaras
Zastava director

see **YUGO,** *33*

Big 3 face $4 billion loss for '91 after $3.2 billion 1st half fiasco

EDWARD LAPHAM,
KATHY JACKSON
and JOSEPH BOHN
Automotive News Staff

The Big 3 continue to hurtle toward a potential combined loss of $4 billion this year, following a $1.3 billion net loss in the second quarter that brought the first-half total loss to $3.2 billion.

The record annual loss for domestic automakers, including American Motors, was 1980 when the four makers posted a combined net loss of $4.2 billion. Last year, the Big 3 lost a combined $1.1 billion.

Combined Big 3 sales declined 10.3 percent in the quarter to $59 billion. Combined first-half sales of $111.1 billion were off 10 percent from the first six months last year.

Worldwide factory sales of Big 3 vehicles were off 10.3 percent to 3,950,000 in the period and down 11.3 percent to 7,238,000 in the first half.

There were few surprises in the April to June results. Retail incentives remained nearly $1,000 per vehicle. Forecasts for the coming months remained cautious, although cost-cutting programs and an improving economy should gradually improve results.

"This is still the aftershock of the energy-war-recession thing," said auto analyst Scott Merlis of Morgan Stanley in New York. "But the first quarter was the trough for financial margins and operating results."

Merlis projects annual losses of $2.4 billion for General Motors, $1.2 billion for Ford Motor Co. and $506 million for Chrysler Corp.

He said the automakers are positioned for a good 1992 model launch, but have extremely conservative third-quarter production schedules.

"There could be some spot shortages of certain models," he said. "That's the irony of this year."

BIG 3 EARNINGS
(In millions)

	Second quarter 1991	Second quarter 1990	First quarter 1991	First quarter 1990
Chrysler Corp.				
Sales	$ 7,800	$ 8,850	$13,610	$16,480
Net income (loss)	(212)	180	(553)	251
Ford Motor Co.				
Sales	22,850	26,830	45,190	50,470
Net income (loss)	(323)	770	(1,208)	1,277
General Motors				
Sales	31,330	33,940	60,520	64,060
Net income (loss)	(784)	900	(1,161)	1,610

SOURCE: Corporate reports

AUTOMOTIVE NEWS/JOE WILSSENS

Ford's David McCammon said its products are more blue collar and suffer more in recessions.

General Motors

There were no words of booming optimism from GM last week as the automaker reported a second-quarter net loss of $784.5 million, which brought its first-half net loss to a record $1.2 billion. The first-half loss would have been nearly $1 billion greater but for the first quarter sale of the General Motors Building in New York and an accounting change. Last year, GM earned $1.6 billion in the first half.

GM Chairman Robert C. Stempel blamed the dismal report on obvious causes: "adverse impact of the recession in the United States" and weak industry vehicle sales.

GM second-quarter sales were off 7.7 percent to $31.3 billion. First-half sales declined 5.5 percent to $60.5 billion.

But auto analyst Ronald A. Glantz of Dean Witter in San Francisco said GM's financial results reflected more than just an ailing economy. "There was a complete collapse in pricing," he said.

Glantz said GM's net result in the second quarter was $1.5 billion worse than in the fourth quarter of 1989, when GM earned $700 million on the same sales volume.

Glantz said there were no

see **EARNINGS,** *35*

Europe considers plan to split Japanese limits

ED WENDT
Staff Correspondent

LONDON — The European Community last week called on its 12 member nations to accept a deal that would set separate limits on Japanese imports and transplant production through the end of the century.

The community is under mounting pressure to forge an auto-trade agreement with Japan that balances widely divergent interests.

According to sources, Gian Luigi Giola, a senior member of the European Commission, the community's executive arm, informed ministers last week that Japan is prepared to accept a proposal that would limit Japanese car imports to last year's level of 1.2 million to 1.3 million units per year during a transition period from 1993 to the end of 1999.

Additionally, a "gentleman's agreement" would cap Japan's transplant production in Europe at 1.2 million vehicles a year, up from 260,000 last year.

The combined total of some 2.5 million vehicles a year would give Japanese producers a combined share of 17 to 18 percent of an expected total market of 14 million units by 1998.

Although identical in impact to the EC's original proposal — which ceded Japanese producers a 17 to 18 percent share whether they filled it with imports or transplant production — the new plan appears to mollify British concerns that the importance of European production by the Japanese be specifically set out.

Nissan Motor Co. Ltd. currently produces about 120,000 cars a year at its British plant, and Toyota Motor Corp., Honda Motor Co. Ltd. and Mazda Motor Corp. are building plants in the United Kingdom with a projected combined capacity of 700,000 units a year by 1998.

But one analyst, who has written several studies on the issue, said the EC proposal vastly underestimates Japan's production capacity in Europe.

"The commission's figures are a minefield of inaccuracies," said Ian Robertson, senior editor for the London-based Economist Intelligence Unit.

According to Robertson, Japanese producers will have the capacity to build 1.83 million cars and sport-utilities a year in Europe by 1999, with Toyota and Nissan accounting for nearly half. Whether the Japanese will be willing to accept 600,000 units of excess capacity to comply with the accord remains to be seen, he suggested.

Like the original proposal, the commission's latest plan was judiciously leaked.

The commission has not openly announced its trade stance in a bid to both minimize differences between the 12 community members and to avoid the appearance of openly endorsing import quotas that may be questionable under the rules of the General Agreement on Tariffs and Trade.

Nonetheless, the commission's plan has run a gauntlet of criticism since it was first leaked in late April. France and Italy, which currently limit Japanese penetration to 3 percent and 1 percent of their markets, respectively, have criticized the plan for being too soft on Japan,

see **EUROPE,** *33*

GM strike ends 1 week before downtime

LIZ PINTO
Staff Reporter

"We got everything we asked for," said Sonny Biedrzycki, a spokesman for UAW Local 239, as workers returned to their jobs last Monday at General Motors' minivan plant in Baltimore.

The plant had been closed for 26 days. A settlement was ratified July 20 by 99.4 percent of the 3,200 striking workers.

"Our membership is really happy," Biedrzycki added.

The walkout began June 24 over job conditions the union called unsafe. The plant is the sole producer of the Chevrolet Astro/GMC Safari. The strike resulted in a production loss of about 12,000 units.

The union said the layoff of about 400 workers in February caused workers to be injured as they scrambled to maintain production levels. Before the strike, the union started a grievance procedure, requesting that 64 workers be added to the line to alleviate the problem, but GM agreed to hire only 18 extra workers.

Under the strike settlement, 46 more workers will be added gradually, beginning immediately.

GM spokeswoman Kari Hulsey said the company "was very pleased with the settlement. We believe it will allow us to make productivity gains at the plant and to become more competitive."

Hulsey would not say what issues GM had come out ahead on, but said, "GM management came up better after strike negotiations than had we settled earlier."

The strike nearly depleted the inventory of Astros, which have the "lowest day's supply of any Chevrolet vehicle," according to Chevrolet spokesman David Hudgens. He said GM did not feel pressured to end the strike, even though some material the plant used for 1991 models will be obsolete for 1992 models made after Sept. 1 because of federal laws.

Thomas Pfingst, Chevrolet assistant fleet and RV manager, said that any prolongation of the strike would have resulted in order cancellations.

The plant worked 10-hour shifts through Saturday last week to recoup as much of the lost production as possible. *Automotive News* estimates last week's production at 4,638 units, compared to straight-time output of 3,785.

A scheduled two-week shutdown begins today as the plant changes to production of 1992 models.

Hulsey said that with the scheduled overtime last week, Chevrolet hopes to keep leftover 1991 model material to a minimum.

Van converters and suppliers who sell just to the plant had begun to feel the strike's effect.

"We closed down production the minute we heard the plant was out on strike," said Steve Jones, general manager of Monarch Manufacturing Inc. of Belcamp, Md., a dedicated supplier of instrument panels to the plant. "We laid off 80 of our 90 employees, but the day they went back to work, we went back to work."

William Snook, president of Coachmen Vans in Elkhart, Ind., said "hallelujah," when he heard the strike was over. "Had this strike continued and the converters lost all the '91 Astros and Safaris they had coming, we would have lost thousands of sales that would never have been made up."

Besides concessions on adding workers, vacation and maintenance issues also were resolved. According to the union, GM agreed to stop using contractors in place of skilled union trade workers and to reinstate all vacation time.

The company had told about 160 workers that they would be paid for their upcoming vacation time rather than being allowed the time off, according to Biedrzycki. The workers are now being scheduled for time off.

But despite the union victory, Rodney Trump, president of Local 239, hinted at an October strike.

The union said GM plans to increase the line speed Oct. 7 from 42 to 48 vans per hour.

Hulsey said GM is considering an increase in the line speed because of demand for minivans.

If the line speed is increased, Trump said, "GM will either add more people or we will be in the same place again. We think we can work this out with them. If not, they know where we're going."

Truck Editor Joseph Bohn and The Associated Press contributed to this report.

Toyota announces plans to build new assembly plant in Australia

MARY ANN MASKERY
Staff Reporter

TOKYO — Toyota Motor Corp., which has been cutting staff and production in Australia because of a declining market, has now decided to go ahead with plans to build a new plant, with hopes of eventual export.

Although sales have been rapidly declining in Australia, Toyota decided to virtually phase out two aging plants that built 71,500 units last year and replace them with capacity for 100,000. The new plant, to be built in Melbourne, will cost an estimated $350 million and will begin production in 1994. It will be the first new plant built in Australia in over 25 years.

"It was either compete or quit," said a Toyota spokesman.

In the last year, Toyota has laid off 900 workers from a work force of 6,000 at its existing plant through a "voluntary retirement" arrangement. Other companies have made similar cutbacks because of the deteriorating conditions of the market, with sales dropping approximately 20 percent in the first half of the year.

In March, the Australian government announced it would move to reduce tariffs on imported cars. That decision, Toyota said, meant additional pressure on companies producing in Australia to increase efficien

The new facility will aim to match the efficiency of Toyota's U.S. plants, which produce a car in less than 20 hours, compared to the 30 hours it now takes in the Australian plants. Toyota said it had not exported from Australia before because high costs and inefficiency made the products uncompetitive in the world. It will not decide on any export plan until it has first established the efficiency of the new facility.

The new plant will have no direct effect on General Motors, which has a joint venture holding company with Toyota in Australia. Currently, the Toyota plants produce the Corolla and Camry for the Toyota nameplate and the Nova and Apollo for the GM badge, while General Motors produces the Commodore/Lexcen for both companies.

Toyota will phase out most production at one of its plants. The other, an old GM facility, will go back to the holding company, which will determine future use.

SERVICE MANAGEMENT

Ford tests refrigerant in fleets, body shops for dealers

AL ROTHENBERG
Special Correspondent

Preparing for widespread use of environmentally safe air conditioning refrigerants, Ford Motor Co. will test the use and recovery of R-134a in some fleet vehicles next year.

And this fall, Ford is heading into what it regards as virtually unchartered seas with a new body shop program. A pilot test with a dozen dealers is scheduled to begin in September.

Both fit in with Ford's efforts to improve customer service within the industry. One of its biggest pushes in that direction came earlier this year with the release of the Service Bay Diagnostic System, said Joseph A. Ogden, manager of Rotunda Equipment for the Parts and Service Division.

"It isn't just the dealer service," Ogden said. "It's everybody's fault. It begins with the product that's built. It follows through with the type of service departments that are set up and how well they are equipped and trained."

JOE OSTER

Ford's system has racked up several successes since its introduction, Joseph Odgen says.

Ogden said fleet vehicles in Dallas and Houston will be used for the R-134a test next March.

Ford expects to begin using the refrigerant on some regular production vehicles for the 1993 model year, a spokesman said. General Motors also plans to begin phasing in R-134a with the 1993 model year, while Mercedes-Benz is using it on 1992-model S class.

Like all manufacturers, Ford is involved in reclaiming currently used R-12 refrigerant from automotive air conditioners to prevent it from destroying the protective ozone layer above the earth.

The company also hopes to reclaim R-134a because it is far more expensive than R-12, but doing so will require different equipment.

"By September, we will be offering the (reclamation) equipment to Lincoln-Mercury dealers and the following March to all Ford dealers," Ogden said.

The body shop traditionally is the province of the dealer, he said. "A dealer does not have to have a body shop. He elects to do it and it is not an operation where we must guide him. We have opted to do it because Ford sees it as an area for increased dealer profitability and customer satisfaction.

"We will be testing a complete program to assist the dealer to maximize his performance from planographing (shop layout) to equipment types, manpower and financial considerations," he said.

Ford officials are encouraged by early dealer experience and comments with the computerized service diagnostic system.

"Since the first of the year, we have diagnosed driveability problems of some 36,000 cars," Ogden said. "We have no reportable return of a serviced vehicle for a second diagnosis."

The system, a development of Hewlett-Packard Corp., has been ordered by more than 2,300 Ford and L-M dealership service departments. Hewlett-Packard is signed to sell the system solely to the automaker for a specified period of time. Production is running about 150 a month.

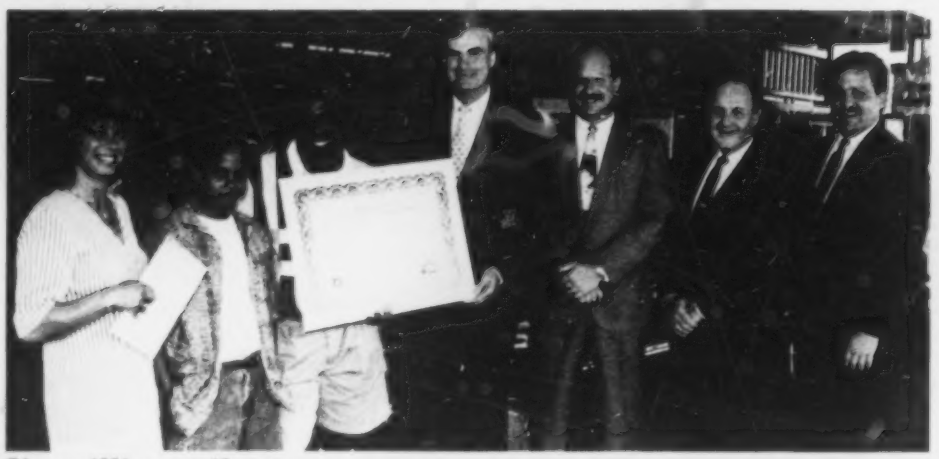
GM dealers have similar capabilities with T-series computerized diagnostic systems. Chrysler Corp. has delayed the rollout of its system to make software changes.

The Ford system can cost a dealer as much as $35,000 and Ogden says a dealer investment of that size is quite significant, especially in the current recession.

Ford has a program to rent the system to dealers, a first-ever service equipment rental arrangement by the company to dealers.

A frequent puzzler for both owner and service technician is the inability to reproduce a problem that occurs on the road.

The Service Bay Diagnostic System includes a portable vehicle analyzer that slides out of the service bay system and rides in the car with the owner to record all vehicle riding sequences. The portable is returned to its mother system where it is downloaded and unfolds its problems.



Six million milestone

Donald Bennett Sr., third from left, of Warren, Mich., was the 6 millionth customer to buy a Chrysler Service Contract in the program's 11-year history. Pictured are, from left: Patricia Bennett; Donald Bennett; Bennett Sr.; Jim Lowry, manager of Chrysler Service Contracts; Shaw Lynes of Champion Chrysler-Plymouth in Mount Clemens, Mich.; and Ron Boyd and Kirk Kammer of Chrysler Service Contract.

Service business declines

DETROIT — At a time when new-car dealers are relying even more on service and parts business to stay afloat, that business declined in June compared to a year earlier.

Parts and repair business was just 94.9 percent of the June 1990 total, as measured by the Automotive News Service Index. June was the second consecutive month that shop business fell short of the comparable month a year ago.

In June, the largest drops were reported in repair orders written and sales of all parts and accessories. The only increase noted was in total labor sales.

For the first half of this year, parts and service business was 99.5 percent of the total in the first half of 1990.

The biggest decline in the first half was in gross profit on all parts and labor. Shop parts sales was the only category of the five tracked that showed an increase.

Several of the survey respondents blamed the recession for the decline in business. Other reasons included:

- Unusually mild weather in June, resulting in lower-than-average wholesale and four-wheel drive repair sales.
- "In these tougher economic times, we are not doing a good job competing with the cheaper non-factory repair shops," one dealer said.

SERVICE INDEX
94.9*

	June, '91 vs. June, '90	Jan.-June, '91 vs. Jan.-June, '90
Gross Profit on All Labor and P&A Sales	– 4.5%	– 9.5%
Repair Orders Written	– 8.6%	– 0.9%
Total Labor Sales (Customer & Warranty)	+ 1.1%	+ 0.9%
Shop Parts Sales (Customer & Warranty)	– 4.0%	+ 2.8%
Sales of All P&A	– 7.4%	– 0.8%

* Survey by Automotive News shows that dealers' service and parts business in June 1991 was 94.9 percent of business in June 1990. Service business in the first six months of 1991 was 99.5 percent of business in the corresponding period in 1990.

Some dealerships reported an increase in service business for the month. Among their reasons:

- Increase in the labor rate.
- More customers repairing instead of trading in their cars.
- A month of record-setting high temperatures, increasing business for air conditioning and cooling system repairs.

Figures used in the Automotive News Service Index are compiled from monthly reports on service and parts business from a cross section of the nation's new-car dealers.

BRIEFS

GM recalls sport-utilities

DETROIT — General Motors is recalling about 112,000 1991 model sport-utilities due to a problem with a seal in the fuel system.

The recall covers four-door Chevrolet Blazer, GMC Jimmy and Oldsmobile Bravada vehicles. GM said the fuel tank sender seal may be out of position, which in the event of a rollover could allow fuel to spill.

Camaro, Firebird, Fiero recalled

DETROIT — About 196,000 1982-86 passenger cars are being recalled by General Motors to repair the parking brake.

The recall covers 1982-86 Chevrolet Camaros and Pontiac Firebirds and 1984-86 Pontiac Fieros equipped with manual transmissions and rear disc brakes. The vehicles may contain a faulty parking brake adjuster. The condition could cause a gradual loss of parking brake effectiveness.

GM first notified owners of the condition in April and is now initiating the recall after stocking repair parts.

Ford recalls passenger cars

DEARBORN, Mich. — Ford Motor Co. is recalling about 11,800 cars to repair problems with automatic transmissions and transmission oil coolers.

One recall covers 6,425 1991-model Ford Crown Victoria, Thunderbird and Mustang and Mercury Grand Marquis and Cougar. A cam on the parking rod assembly of the automatic transmission on about 1,000 of the vehicles may be below the minimum hardness. These vehicles may be difficult to shift into or out of park, and may not properly engage in park.

Ford also is recalling about 5,400 1990-model Probe GTs with automatic transmissions to inspect the transmission oil cooler. Radiator coolant may leak into the transmission cooler, which could lead to failure of the transmission. Dealers will reposition a clamp on the oil cooler. Ford also estimates that 2 percent of the vehicles will require radiator replacements and 1 percent will need new radiators and transmissions.

DuPont updates refinishing book

WILMINGTON, Del. — DuPont has published an updated version of its Automotive Refinishing Handbook.

The 134-page illustrated book includes sections covering paint and body shop layout, safety and health practices, refinishing systems and techniques, surface preparation, and application of undercoats and topcoats. A section is devoted to troubleshooting painting problems.

The book sells for $14.55, with one dollar from each sale donated to the Educational Development Fund established by DuPont and the Vocational Industrial Clubs of America. For ordering information, call 1-800-533-1313.

'92 Cadillacs get smaller fuses

ROGER ROWAND
Staff Reporter

DETROIT — Aside from new looks, Cadillac's 1992 Seville and Eldorado are getting new fuses.

The blade-type mini fuses, manufactured by Littelfuse Inc. of Des Plaines, Ill., are about two-thirds the size of the current auto fuses.

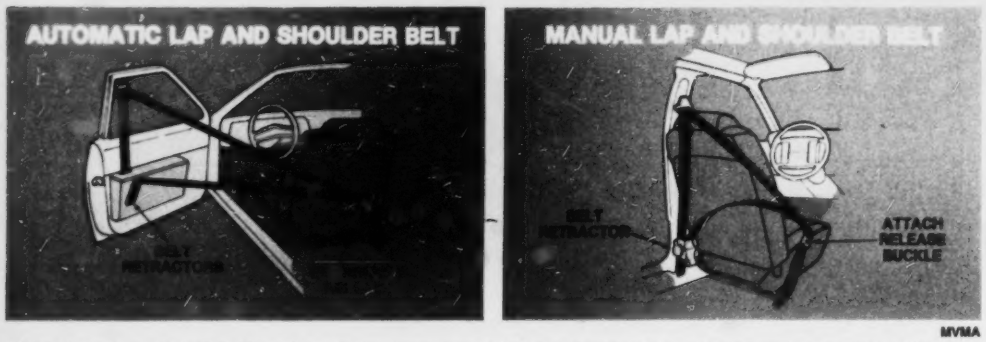
The new fuses allow engineers such flexibility as putting each taillight on a separate electrical circuit or isolating items such as clocks, computers, fuel injection and interior lights.

The new Eldorado and Seville each use about 50 mini fuses in fuse blocks in the engine compartment and trunk, up from just 26 standard fuses in the last model year.

GM has notified Cadillac dealership service managers that the little fuses will replace larger fuses on future models and that managers should order the new ones for stock.

Blade-type fuses were introduced in 1976 to substantially replace the glass cartridge fuse that had been used almost universally in this country for decades.

The mini fuses, 52 per car, have been installed in Saturn cars since production started last year.



MVMA

GM-style passive seat belt (left) anchors to the door; manual belts used with air bags (right) anchor to the B-pillar.

20 YEARS OF AIR BAG HAGGLING

The history of the 20-year movement to have mandatory dual air bags in light vehicles is checkered with political and social infighting. Here are the highlights:

■ **1970**

NHTSA issues air bag rule for passenger cars to become effective in 1974. Auto industry fights it. Standard never becomes law, being rejected in 1971 by Nixon administration after messy court battle.

■ **1977**

Air bag standard is reissued.

■ **1981**

Air bag standard is again revoked, this time under Reagan administration after industry attack.

■ **1984**

The Federal Motor Vehicle Safety Standard 208 passive restraint rule is finally pushed through after the Supreme Court rules that the rule could not be revoked. NHTSA agrees to a choice of restraints in order to get the rule through.

■ **1991**

Senate passes bill requiring air bags in both front-seat positions in all passenger cars by the 1995 model year and all light-duty trucks by the 1997 model year.

BELTS

FROM PAGE 1

working to make dual air bags law. The Senate has passed the Highway Fatality and Injury Reduction Act of 1991, which would require air bags in both front-seat positions in all passenger cars manufactured after Sept. 1, 1995, and in all light trucks manufactured after Sept. 1, 1997. Its fate in the House of Representatives is uncertain.

Consumer demand, falling prices for air bags, and aggressive legislation will pre-empt any rule-making action that NHTSA might initiate as a result of its study.

According to NHTSA estimates, 685,000 air bag-equipped cars were on the road in model year 1989. In 1990, that number jumped to 2.9 million. By 1993, NHTSA expects 5 million to 6 million cars to have air bags.

In 1984, NHTSA estimated that if all cars were equipped with driver- and passenger-side air bags and all drivers and passengers wore three-point manual safety belts, some 4,000 to 9,000 lives would have been saved out of the 23,621 car occupant fatalities that occurred that year. Air bags are useful only in frontal crashes, not in side- or rear-impact crashes.

(A total of 44,257 deaths are attributed to 1984 vehicle accidents, including trucks, vans, motorcycles, buses, pedestrians and bicyclists, but only occupants of passenger cars were covered by the passive restraint rules.)

The two most popular types of passive belts are the two-point motorized and the three-point door-mounted systems.

In the first, a motorized shoulder harness automatically covers the occupant's shoulder and chest after the door is closed and the engine is started. The occupant must still attach a lap belt manually to be fully protected.

> We were guinea pigs for NHTSA to compile a database on the effectiveness of automatic seat belts
>
> **Clarence Ditlow**
> Center for Auto Safety

Ford Motor Co. and several Japanese makers widely use that system. An internal Ford survey on motorized passive-restraint belt usage in 1988 revealed a lap-belt usage of only 29 to 42 percent on systems with a motorized shoulder belt, according to William F. Eagleson, Ford's occupant protection and impact dynamics manager.

That is consistent with a University of North Carolina study that found that only 30 percent of car occupants fasten manual lap belts.

The second system, widely used by General Motors divisions, attaches the shoulder and lap belts to the rear edges of the door. In principle, the front-seat occupants should be automatically belted after slipping under the belts and closing the door. In practice, few users leave the belt buckled at the console, thus turning the door-mounted "passive" belt into a conventional, manually operated belt.

The NHTSA report is said to confirm the worst fear of safety advocates: that tens of thousands of Americans may have died because seven years ago NHTSA allowed carmakers the option of installing a variety of passive restraint systems rather than just air bags.

"The public gained, but some people lost" under the rule, says Barry Felrice, NHTSA's associate administrator for rulemaking. "We were trading off some potential safety for people who were belt users to offset that by providing protection for people who were not avid belt users. It was a tough choice — not a win-win situation."

NHTSA traded off the reduced efficiency of passive belts, which jeopardized avid wearers of manual belts, for the increased safety of some restraint for people who didn't wear manual belts. But many of the so-called passive systems are in fact used, or unused, just like manual systems.

Until this recent study, NHTSA says it lacked sufficient data to establish the safety benefits or problems associated with individual passive restraint systems.

"When we wrote the 1984 standard we didn't know how effective passive restraints would be," says NHTSA's Felrice. "Now we have many more years of data. We expect to have a statistically reliable database. We call it 'real-world data.' "

Safety experts expect new requirements for driver and passenger air bag installations — and the resulting phase-out of passive-restraint seat belt allowances.

NHTSA's critics say the agency took too long and sacrificed too many lives to come to the conclusion that air bags protect better than automatic belts.

Ben Kelly, president of the Institute for Injury Reduction, a nonprofit organization of trial lawyers, says additional data collection was unnecessary.

"You don't need high-falutin data," says Kelly. "Tests were done in Europe 30 years ago for real numbers. Car companies and NHTSA have not done the obvious thing: air bags for all cars."

Safety advocates claim too many lives were lost during the accumulation of data.

"We were guinea pigs for NHTSA to compile a database on the effectiveness of automatic seat belts," says Clarence Ditlow, executive director of the Center for Auto Safety, a safety organization traditionally critical of NHTSA.

As early as 1970, NHTSA was pushing for air bag mandates in passenger cars. But these efforts were thwarted under the Nixon and Reagan administrations in 1971 and 1981, respectively, after strong automaker protests against bags. Automakers claimed the bags were too expensive and would not be accepted by the consumer, although GM did offer bags in 1974. NHTSA finally allowed the compromise of bags or automatic belts in 1984.

> The public gained, but some people lost. . . . It was a tough choice — not a win-win situation.
>
> **Barry Felrice**
> NHTSA

"Depending on the bells and whistles and the individual vehicle," says an industry source, motorized passive seat belt systems cost about $120 for the pair of front seats, approximately $330 less than the combined cost for basic driver and passenger air bags, including manual belts.

The rules written in 1984 for passive safety mandated that automobile manufacturers must install automatic restraints in new cars, starting with 10 percent of a fleet's cars in the 1987 model year and increasing to 25 percent in 1988, 40 percent in 1989, and 100 percent in 1990. That mandate could be met with either a driver-side air bag with front-seat manual belts or automatic seat belts that fasten around front-seat occupants when the door is closed — including systems that require manual fastening of the lap belt.

A problem with that passive shoulder belt/manual lap belt system was revealed in horrifying starkness in a widely publicized

see BELTS, 33

If only bags were required and drivers belted up

If the initial air bag standard proposed by NHTSA in 1970 had gone into effect in 1974, and people used their seat belts with them, 135,000 lives could have been saved by 1991. That estimate comes from Public Citizen, a Ralph Nader-affiliated safety advocacy group.

The group estimates that 1,000 lives could have been saved in 1974, and that as bagless cars were replaced over the years, the law would have saved 2,000 lives in 1975, 3,000 in 1976, and so on until 1984, when nearly every car on the road had an air bag and 10,000 lives a year could have been saved.

The catch is that many people don't use their belts.

In 1991, it is estimated that belts are worn by only half of the people in states with mandatory seat-belt usage laws. The number is much lower in states without belt laws. Passive restraint legislation is designed to protect those who will not willingly protect themselves.

Air bags a costly choice

Air bags cost carmakers and consumers considerably more than automatic seat belts. Besides the obvious additional cost of the sensors, wiring harnesses, electronics and air-bag modules, there is the significant and costly redesign of instrument panels and steering columns for existing vehicles.

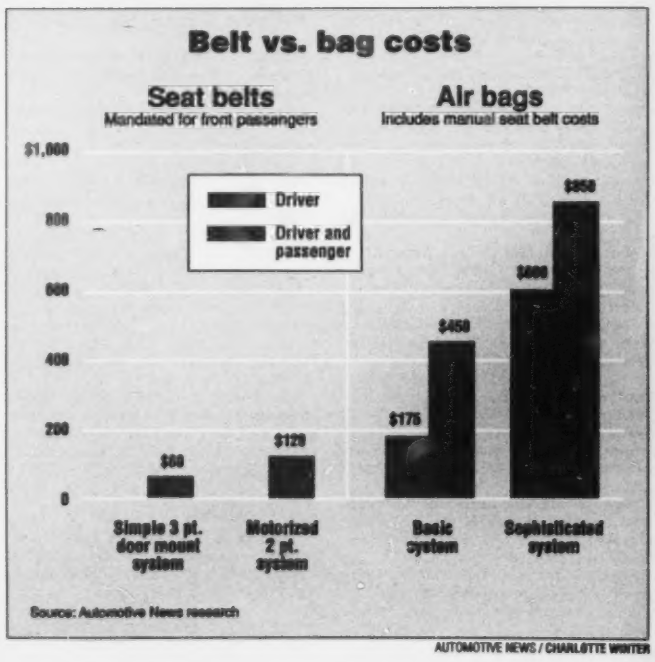
"It was a question of practicality," says William F. Eagleson, occupant protection and impact dynamics manager at Ford Motor Co. "We wanted to phase them (air bags) in on some type of planned schedule."

While still more expensive than belts alone, air bags have dropped dramatically in cost in the last two years. A bag system used to cost between $500 and $1,000.

Now, a domestic automaker source says a basic driver-side air bag, including manual lap belts, costs up to $175, depending on the vehicle model. Adding a passenger-side air bag costs $270 more.

European makers frequently use more complex systems and pay as much as $600 to protect the driver with an air bag. A bag for the passenger would add about $250, according to a supplier source.

A motorized two-point belt system for driver and passenger costs Ford Motor Co. approximately $120. Non-motorized automatic belt systems cost substantially less.



AUTOMOTIVE NEWS / CHARLOTTE WINTER

Automakers have frequently cited the high cost of air bags as a reason for considering other passive-restraint methods.

But safety engineers acknowledge that prices are plummeting as suppliers streamline production methods, technology improves and volume increases. One domestic-maker source told *Automotive News* that the company hopes to be paying $85 for a driver-side bag and $100 for a passenger-side bag "within the next few years."

— Jack Keebler

EARNINGS

FROM PAGE 4

surprises in GM's April to June results.

But he already has reduced his earnings estimate for the third quarter because GM has scheduled 57,000 fewer vehicles than he expected. GM now plans to build 1.1 million cars and trucks in the United States and Canada in the July-September period.

Glantz said he expects a slight reduction in third-quarter incentive costs, but has increased his estimate of GM's third quarter loss to nearly $800 million.

Second-quarter worldwide factory sales totaled 1.9 million units, off 10.6 percent from the same period last year. GM said total overseas profitability was good, with record second quarter results in Europe and improved operations in Latin America.

GM's Electronic Data Systems Corp. subsidiary reported second quarter earnings of $139.8 million, up 12 percent from year-ago. General Motors Acceptance Corp. posted net earnings of $233 million in the second quarter, off 6.3 percent from last year, and GM Hughes Electronics said its second quarter earnings declined 39.7 percent to $114 million.

Ford Motor Co.

David McCammon, vice president of finance and treasurer for Ford, says he doesn't expect improved results the next three months because "the third quarter typically is the worse one of the year."

Ford's losses of $324 million or 68 cents a share for the second quarter increased the company's total losses for the first six months to $1.2 billion. Last year at June 30, Ford had earned $1.3 billion.

Ford's automotive operations in the United States accounted for almost all of the company's loss for the second quarter. The company's U.S. automotive division sold 133,000 fewer cars and trucks than it did a year ago and reported a loss of $565 million, compared to earnings of $356 million a year ago.

Automotive operations outside the United States contributed a $2 million loss.

Earnings of $243 million from Ford's Financial Services Group saved the company from reporting much higher losses for the quarter.

McCammon says it's pretty clear that Ford will report a loss for the entire year, but he would not make predictions for 1992.

"We're more of a blue collar company," especially Ford Division which sells lower-priced vehicles, "so our products are hurt more when there is a recession," McCammon said.

He said about 40 percent of the company's Ford and Lincoln-Mercury dealers were unprofitable through June 30. Total dealer inventories were about 700,000 units, down from 825,000 units after the first half last year, he said.

In other highlights, automotive operations cash rose from $6 million the first quarter to $6.7 million, primarily due to an 80 percent transfer of Ford's tractor operation to Fiat S.p.A. on May 6; worldwide automotive capital spending was down $476 million, with two-thirds of that cut in Europe. McCammon said there were no important product programs cut in the United States.

McCammon said the company has achieved over half of its $3 billion cost-cutting goal for this year.

He predicts a 2 percent growth in the economy the second half of the year but says auto sales will remain below normal rates.

Chrysler Corp.

Chrysler curbed its second quarter losses, but it is paying a much higher price for the cars and trucks it sells.

Chrysler lost $212 million for the three months ended June 30, on total sales of $7.81 billion. The loss was an improvement over the $341 million loss for the first quarter, but was still off sharply the second quarter 1990, when it earned $180 million.

Chrysler lost $810 million in the first six months of 1991 on total sales and revenues of $13.61 billion, compared to a profit of $251 million in 1990 on sales of $16.48 billion.

Chrysler's cash position in automotive operations improved by $400 million to $2.4 billion; its total consolidated cash and marketable securities, including Chrysler Financial Corp., increased $558 million to $3.1 billion.

At June 30, the company had negative net working capital of $2.7 billion, about the same as at the end of the first quarter, according to Maryann Daddow, Chrysler's manager of external reporting.

Chrysler is paying a hefty price for its sales. The company's average incentive costs increased by $196 to $1,296 per vehicle in the quarter.

Still, Chrysler Chairman Lee A. Iacocca said, "The economy and the industry both showed some improvement in the second quarter as customers slowly came back to the market. That helped our results."

Iacocca credited increased sales volumes, a better retail/fleet mix and the company's cost reduction with improving its position.

"By the end of the quarter, we had all the actions in place necessary to generate an on-going savings of $3 billion annually, counting from July 1989 when we started the program," Iacocca said. "And that should help us during the model changeover in the third quarter, when the industry typically experiences large cash outlays."

He said the company's cost reduction program enabled it to keep its $16.4 billion five-year product development program "in place and on schedule. In fact, some of it is even ahead of schedule," Iacocca said.

"If the market continues to improve, we should be in pretty good shape in the second half of the year," he concluded.

Chrysler retailed 883,442 cars and trucks in North America during the first half of the year, down from 1,022,182 units in the comparable period of 1990.

Its first-half worldwide factory sales of 898,653 units were off from 1,079,227 a year ago.

10-DAY CAR AND TRUCK SALES, BY MAKE

	July 11-20, 1991	July 11-20, 1990
ALFA ROMEO (imp. car)*	121	145
Acura (imp. car)	4,438	4,266
Domestic car	13,413	13,593
Imported car	4,367	7,928
Honda	17,780	21,521
AMERICAN HONDA	22,218	25,787
ASTON MARTIN (imp. car)*	2	2
BMW (imp. car)*	1,202	1,628
Domestic car*	3,978	5,714
Imported car*	23	117
Domestic truck*	115	91
Chrysler Division*	4,116	5,922
Domestic car*	7,686	7,589
Imported car*	1,106	623
Domestic truck*	13,041	13,795
Imported truck*	113	311
Dodge*	21,945	22,318
Domestic car*	1,782	1,948
Imported car*	254	410
Eagle*	2,036	2,358
Domestic truck*	5,037	6,026
Jeep*	5,037	6,026
Domestic car*	4,554	4,801
Imported car*	482	569
Domestic truck*	4,807	5,383
Plymouth*	9,843	10,753
Domestic car*	18,000	20,052
Imported car*	1,864	1,719
Domestic truck*	23,000	25,295
Imported truck*	113	311
CHRYSLER CORP.*	42,976	47,377
Imported car*	222	215
Imported truck*	89	164
DAIHATSU*	311	378
FERRARI (imp. car)*	24	24
Domestic car	29,673	35,154
Imported car	691	2,186
Domestic truck	35,102	42,381
Ford Division	65,466	79,721
Domestic car	3,831	4,444
Lincoln	3,831	4,444
Domestic car	8,819	9,929
Imported car	2,169	2,027
Mercury	10,988	11,956
Domestic car	42,323	49,527
Imported car	2,860	4,213
Domestic truck	35,102	42,381
FORD	80,285	96,121
Domestic car	16,313	16,156
Buick	16,313	16,156
Domestic car	5,848	6,148
Cadillac	5,848	6,148
Domestic car	39,266	38,203
Imported car	2,791	2,978
Domestic truck	31,071	36,003
Imported truck	31	72
Chevrolet	73,159	77,256
GMC (dom. truck)	9,137	9,869
Domestic car	14,953	15,120
Domestic truck	966	828
Oldsmobile	15,919	15,948
Domestic car	13,014	15,608
Imported car	1,831	2,711
Domestic truck	721	1,030
Pontiac	15,566	19,349
Domestic car	2,540	0
Saturn	2,540	0
Domestic car	91,934	91,235
Imported car	4,622	5,689
Domestic truck	41,895	47,730
Imported truck	31	72
GENERAL MOTORS	138,482	144,726
HYUNDAI*†	3,097	3,519
Imported car*	700	104
Domestic truck	836	184
Imported truck*	3,235	3,617
ISUZU*	4,771	3,905
JAGUAR (imp. car)*	267	460
LAMBORGHINI (imp. car)*	4	4
LOTUS (imp. car)*	8	8
MASERATI (imp. car)*	6	6
Domestic car	1,487	2,276
Imported car*	3,420	4,042
Domestic truck	292	0
Imported truck*	3,647	4,215
MAZDA*	8,847	10,532
MERCEDES-BENZ (imp. car)*	1,442	2,008
Domestic car	1,942	1,088
Imported car*	2,471	4,011
Imported truck*	623	1,222
MITSUBISHI*	5,037	6,321
Infiniti (imp. car)	1,256	539
Domestic car	3,298	2,857
Imported car*	7,318	8,291
Domestic truck	4,120	3,513
Imported truck*	4,186	4,319
Nissan*	18,922	18,980
NISSAN MOTOR CORP.	20,179	19,519
PEUGEOT (imp. car)*	103	107
PORSCHE (imp. car)*	123	253
RANGE ROVER (imp. truck)*	68	110
ROLLS/BENTLEY (imp. car)*	15	30
SAAB (imp. car)*	465	840
STERLING (imp. car)*	86	93
Domestic car	1,300	588
Imported car*	1,379	2,558
SUBARU*	2,679	3,146
Imported car	102	177
Imported truck	389	376
SUZUKI*†	491	553
Lexus (imp. car)	2,193	1,883
Domestic car	12,791	9,318
Imported car	9,711	9,986
Imported trück	9,194	8,913
Toyota	31,893	28,217
TOYOTA MOTOR SALES	33,889	30,100
Audi (imp. car)*	481	778
Imported car*	2,625	4,413
Imported truck*	174	218
Volkswagen*	2,880	4,631
VWoA*	3,298	5,462
VOLVO*†	2,184	2,694
YUGO (imp. car)*	68	168
Domestic car	186,488	190,534
Imported car	59,985	72,781
TOTAL CAR	245,573	263,315
Domestic truck	185,245	119,193
Imported truck	21,758	23,537
TOTAL TRUCK	126,995	142,648
TOTAL CAR & TRK	372,567	405,955

*Estimated †Breakdown of North American built and imported car sales not available.
There were 9 selling days in the period this year and 9 last year.

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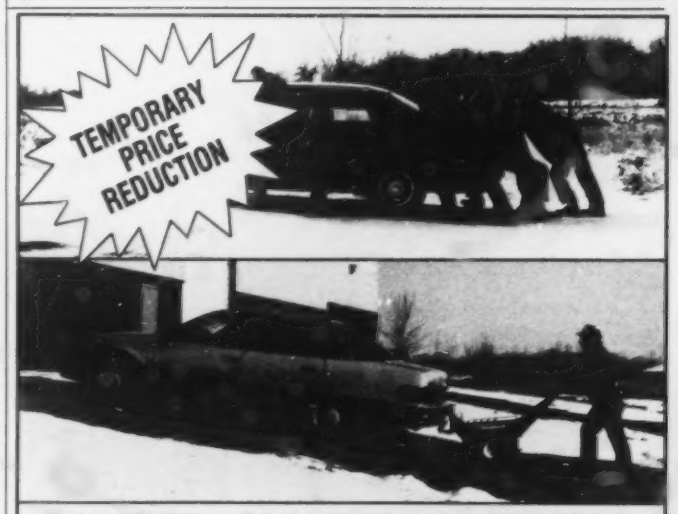

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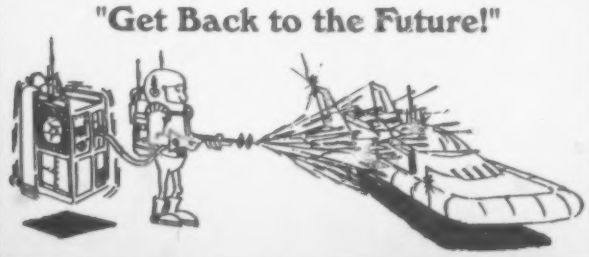

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Mitsubishi pays buyers, dealers

DARRELL PRESSLEY
Special Correspondent

Mitsubishi Motor Sales of America Inc. is offering a wide array of regional incentive programs for customers and dealers on 1990 and 1991 cars and trucks.

The only national program for consumers is a $750 rebate to buyers of Mirage models, and the only other consumer payments are to buyers in Hawaii — $1,000 on the Galant and Eclipse, $1,250 to $1500 on pickup trucks and $1,500 on the Montero.

On the dealer side, rebates of $250 to $750 are offered on Mirage models in all regions.

Other payments to dealers vary by regions. There are rebates of $200 to $2,000 on the Galant and $200 to $1,500 on the Eclipse, Montero and pickup trucks. Some are based on number of units sold; others are based on on performance against quota.

In Hawaii, Mitsubishi offers the best of both worlds on the Galant, Eclipse, Montero and pickups. Customer rebates of $1,000 to $1,500 are in effect, and so are dealer rebates of $500 to $750.

The programs expire Sept. 30 in California and Hawaii and Aug. 31 in the Northeast, North Central, Southeast and Southwest regions.

A new round of incentives is on tap for Ford Motor Co. and several import lines.

Ford dealer and customer incentive programs expire Tuesday.

Wednesday is the expiration date for Saab's cut-rate loans, and and a rebate for buyers of Mazda trucks is due to end Friday.

Dealer rebates slated to expire this week involve the Honda Civic; the Mazda MPV; the Toyota Camry, Corolla and pickup trucks; the Suzuki Swift and Sidekick models and most Nissan models.

INCENTIVE WATCH — CUSTOMER INCENTIVES

CONTINUING PROGRAMS

CHRYSLER CORP.
Finance rates in lieu of rebates start at 7.9 percent on minivans, 2.9 percent on other models. Programs expire Sept. 30.

Chrysler Imperial, New Yorker Fifth Avenue (1990-91)	$1,500
LeBaron, N.Y. Salon (1990-91)	$1,000
N.Y. Landau (1990)	$700
Dodge Monaco (1990-91)	$1,500
Spirit, Dynasty (1990-91)	$1,000
Shadow conv. (1991)	$1,000
Colt Vista (1990)	$1,000
Colt GL (1991), Colt (1990), Shadow (1990), Daytona (1990-91)	$700
Shadow Highline (1991)	$500
Colt base (1991)	$400
Dodge Trucks	
Ram D/W, Ramcharger (1990)	$2,000
Ram van conversion (1990)	$1,750
Ram D/W (1991), Dakota, Ram van, Ram wagon (1990)	$1,500
Dakota, Ram w van, conversion van, Ramcharger (1991)	$1,000
Ram 50, Power Ram 50 (1990)	$500
Ram 50, Power Ram 50 (1991)	$300
Eagle Premier (1990-91)	$1,500
Talon (1990)	$1,000
Talon (1991)	$700
Summit (1991, except base), all Summit (1990)	$700
Summit base 3-dr. (1991)	$400
Jeep Cherokee (1990)	$2,000
Cherokee (1991), Grand Wagoneer (1990-91)	$1,500
Comanche (1990-91)	$1,000
Wrangler (1990-91)	$500
Plymouth Acclaim (1990-91), Laser (1990), Colt Vista (1990)	$1,000
Colt GL (1991), Colt (1990), Laser (1991), Sundance (1990)	$700
Sundance Highline (1991)	$500
Colt base (1991)	$400
All minivans (1991)	$500
All minivans (1990)	$1,500

FORD MOTOR CO.
1990-91 models. Finance rates in lieu of rebates are 4.8 percent on Festiva, Escort (except Pony), Tracer; 7.9 percent on others. Terms are 24, 36 or 48 months. All incentives expire July 30.

Ford Festiva, Escort Pony and LX, hatchbacks, Mustang	$500
Tempo	$600
Thunderbird	$600-750
Escort wagon, GT	$750
Taurus	$750
Taurus SHO	$1,600
Probe	$1,000
Crown Victoria (1991)	$1,500
F series, Econoline (1991)	$500
Ranger, Aerostar, F series (over 8,500 gvw)	$1,000
Econoline E150 (1990, with conversion pkg.)	$1,500
Econoline E150 (1991, with conversion pkg.)	$1,000
Bronco	$1,500
Mercury Tracer sedan	$500
Topaz, Capri	$600
Cougar	$600-1,000
Tracer LTS and wagon	$750
Sable	$750
Grand Marquis (1991)	$1,000

GENERAL MOTORS
Expires Sept. 25 unless otherwise noted. Finance rates in lieu of rebates start at 4.9 percent for Buick and Pontiac, 6.9 percent for Chevrolet and GMC. Geo Prizms delivered by July 30 can be financed at 2.9 percent.

Buick (1991)* Skylark, Century, Regal, LeSabre	$250-1,000
Riviera, Reatta	$2,000
*Based on option package ordered.	
Cadillac (1991) Brougham (expires July 31)	$1,500
Chevrolet cars (1991) Cavalier	$300
Geo Metro	$400
Camaro, Corsica, Beretta	$500
Geo Storm, Geo Prizm, Lumina, Canrice	$1,000
Chevrolet trucks(1991) Astro	$500-1,000
C/K (except 454SS), R/V	$500
Geo Tracker	$750
Astro, S-10 pickup, S/T Blazer Tahoe, Lumina APV	$1,000
Other S/T Blazer (1991); V Blazer (1990-91), Suburban (1990-91)	$1,500
GMC G van (1990), R/V (1991), Sierra (1991)	$500
Sonoma (1991), S15 Jimmy (1991 4-dr. SLT), G van (1991), Safari (1991)	$1,000
S15 Jimmy (1991), V Jimmy (1990-91), Suburban (1990-91)	$1,500
Oldsmobile (1991) Oldsmobile has regional programs. This is an example. Cutlass Calais, Cutlass Supreme, Olds 88, Silhouette	$1,000
Custom Cruiser, Bravada	$1,200
Cutlass Ciera, 98	$1,500
Toronado	$2,000
Pontiac (1991) Grand Am, Trans Sport	$750
Firebird, Grand Prix	$1,000
Bonneville	$1,500

HYUNDAI (expires Oct. 2)

Excel (1990-91)	$500-1,000
Sonata (1990-91, except SE)	$1,000
Scoupe (1991, except SE)	$750
All models	$300 to military personnel
All models	$1,000 if Hyundai is traded

MAZDA (expires Aug. 2)

Trucks (1991)	$500-1,300*
*Based on region	

MITSUBISHI
(1990-91 models; expires Sept. 30 in California and Hawaii, Aug. 31 elsewhere)

Mirage (national)	$750
Galant, Eclipse (Hawaii)	$1,000
Trucks (Hawaii)	$1,250-1,500

SUBARU (expires Oct. 2)

Loyale 4wd (1991)	$500
Legacy (1991)	$1,200
XT, XT6 (1991)	$2,000

INCENTIVE WATCH
DEALER INCENTIVES
CONTINUING PROGRAMS

ALFA ROMEO (expires Dec. 31)

164, 164L automatic (1991)	Up to $200 per car monthly in floorplan aid

Audi (expires Sept. 30)

100/200	$2,000-3,500

CHRYSLER CORP. (expires Sept. 30 unless otherwise noted)

Dodge Shadow, Spirit (1991)	$100-700, quota
Monaco (1991)	$1,000-2,000, based on sales
Colt, Colt Vista (1990-91)*	Up to $700, quota
Dodge truck	
Ram Club Cab (1990-91)	$1,000
Ram D/W (1990-91)	$1,000
Ramcharger (1990-91)	$1,000
Eagle Premier (1991)	$1,000-2,000, based on sales
Jeep Cherokee (1991)	$500
Plymouth Sundance, Acclaim (1990-91)	$100-700, quota
Colt, Colt Vista (1990-91)*	Up to $700, quota
Minivans (1991) without air bags	$500
*Expires July 31	

FORD MOTOR CO. (expires July 31)
Ford Escort (1991), Crown Victoria (1990-91-92) and F-series pickup (1990-91)

100 percent of quota	$500-15,000
110 percent of quota	$750-22,500
120 percent of quota	$1,000-30,000

Dealerships divided into seven groups, based on number of units in quota. Payments listed above are the range of *total amounts for the seven groups.*

Program includes Mercury Tracer (1991) and Grand Marquis (1990-91-92) for Ford-Mercury dual dealerships.

GENERAL MOTORS

Cadillac Allante (1991) (no expiration date)	$7,500 on first sale, $8,500 on additional sales
Oldsmobile (expires Sept. 25) Eighty Eight (1991)	$1,000

HONDA (expires July 31)

Civic 4-dr. (1991)	$400

HYUNDAI (expires Oct. 2)

Sonata SE, Scoupe SE (1991)	$100-300, based on sales

ISUZU (1991 models, expires Sept. 16)

Cars	$700-1,500
Trucks	$700-1,800

MAZDA (expires Aug. 2)

MPV (1991)	$500

MERCEDES-BENZ (1991 models, no expiration date listed)

300SE, 300SD, 300SDL, 300SEL	$3,000
420SEL, 500SEL	$5,000

MITSUBISHI
(1990-91 models; expires Sept. 30 in California and Hawaii, Aug. 31 elsewhere; payments vary by regions.)

Mirage	$250-750
Eclipse	$200-1,500
Galant	$200-2,000
Trucks	$200-1,500

NISSAN (1991, expires Aug. 2)

Sentra E, XE, GXE	
Stanza	
Maxima	$800-1,000 quota
240SX	$600-800, quota
300ZX	$1,500
Trucks	$1,200
Trucks (California only)	$1,300-1,500, quota
Pathfinder	$1,000-1,400, quota
Additional rebate, all models	$1,000 quota

PEUGEOT (1990, no expiration date) $2,000

SUZUKI (expires Aug. 2)

Swift (1990-91)	$400-1,000
Sidekick (1990)	$1,000
Sidekick (1991)	$300-1,000

TOYOTA (expires Aug. 2)

Corolla	$300-900, based on number sold
Camry, trucks	$300-1,100, based on number sold

VOLKSWAGEN

All cars (1990, no expiration date)	$500-1,500

VOLVO (expires Aug. 16)

740 and 940 (1991)	$1,000

PRODUCTION

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Belvidere, Ill.	7/29, 8/5	*
Chrysler Fifth Ave.		
Chrysler Imperial		
Chrysler New Yorker		
Dodge Dynasty		
Bramalea, Ontario	7/29	
Dodge Monaco		775
Eagle Premier		531
Newark, Del.	7/29, 8/5	*
Dodge Spirit		
Chrysler LeBaron J		
Plymouth Acclaim		
St. Louis (No. 2)	7/29	*
Chrysler Town & Country		
Dodge Caravan C/V		
Dodge Grand Caravan		
Plymouth Grand Voyager		
Warren, Mich.	7/29	*
Dodge full-sized pickups		
Dodge mid-sized pickups		
Windsor, Ontario (Pillette Road)	7/29	
Dodge Ram Van		1,273
Dodge Ram Wagon		575
FORD MOTOR CO.		
Oakville, Ontario	7/29	
Ford Tempo		3,275
Mercury Topaz		1,075
GENERAL MOTORS		
Arlington, Texas	7/29	
Cadillac Brougham		300
Chevrolet Caprice sedan		1,700
Baltimore	7/29, 8/5	*
Chevrolet Astro		
GMC Safari		
Bowling Green, Ky.	7/29, 8/5	*
Chevrolet Corvette		
Detroit	7/29, 8/5	*
Commercial, recreational specialty vehicle chasis		
Doraville, Ga.	7/29	*
Olds. Cutlass Supreme		
Fairfax, Kan.	7/29	
Pontiac Grand Prix		3,000
Fort Wayne, Ind.	7/29, 8/5	*
Chevrolet C/K pickup		
GMC Sierra		
Janesville, Wis.	7/29, 8/5	*
Chevrolet Kodiak		
GMC Topkick		
Lansing, Mich. (A Plant)	7/29, 8/5	*
Buick Skylark		
Olds. Calais		
Lansing, Mich. (B Plant)	7/29, 8/5, 8/12, 8/19, 8/26, 9/2	*
Pontiac Grand Am		
Lordstown, Ohio	7/29	*
Chevrolet full-sized vans		
GMC full-sized vans		
Moraine, Ohio	7/29, 8/5	*
Chevrolet S10 pickup		
Chevrolet Blazer		
Chevrolet postal vehicles		
GMC Sonoma		
GMC Jimmy		
Olds. Bravada		
Oklahoma City	7/29	*
Chevrolet Century sedan		
Chevrolet Century wagon		
Olds. Cutlass Ciera sedan		
Olds. Cutlass Ciera wagon		
Pontiac 6000 sedan		
Pontiac 6000 wagon		
Oshawa, Ontario (No. 1)	7/29	*
Chevrolet Lumina		
Oshawa, Ontario (No. 2)	7/29	*
Buick Regal		
Chevrolet Lumina		
Oshawa, Ontario	7/29	
Chevrolet full-sized pickups		*
GMC Sierra		
Pontiac, Mich. (East)	7/29	*
Chevrolet C/K pickup		
GMC Sierra		
Pontiac, Mich. (West)	7/29, 8/5	*
Chevrolet S10 pickup		
Chevrolet S10 Blazer		
GMC Sonoma		
GMC S15 Jimmy		
St. Therese, Quebec	7/29	*
Olds. Cutlass Ciera		
Shreveport, La.	7/29	*
Chevrolet S10 pickup		
Chevrolet S10 Blazer		
GMC Sonoma		
GMC S15 Jimmy		
Tarrytown, N.Y.	7/29, 8/5	
Chevrolet Lumina		1,215
Olds. Silhouette		715
Pontiac Trans Sport		840
Van Nuys, Calif.	7/29	*
Chevrolet Camaro		
Pontiac Sunbird		
Willow Run, Mich.	7/29	
Buick Roadmaster wagon		1,000
Chevrolet Caprice sedan		1,600
Chevrolet Caprice wagon		2,300
Olds. Custom Cruiser wagon		150
Wilmington, Del.	7/29, 8/5, 8/12, 8/19, 8/26	*
Chevrolet Corsica		
Chevrolet Beretta		

Total U.S. car	**10,850**
Total Canada car	**5,656**
Total U.S. truck	**2,770**
Total Canada truck	**1,848**
Total units lost week of 7/29	**20,324**

*Model changeover
**Vacation
Source: Automotive News Data Center

U.S. CAR	Week Ended July 27, 1991	Week Ended July 20, 1991	July to Date	Jan. 1 to July 27, 1991	Jan. 1 to July 28, 1990
Horizon	0	0	0	0	4,327
Sundance	0	0	4,185	27,007	44,033
Acclaim	0	0	4,226	48,338	56,049
Total Plymouth	**0**	**0**	**8,411**	**75,345**	**104,409**
LeBaron A	0	0	0	0	8,064
LeBaron J	0	0	0	18,697	26,823
N. Yorker C-Class	0	0	656	4,773	24,535
Fifth Avenue	0	0	2,886	20,697	14,265
Imperial	0	0	529	4,563	12,503
Total Chrysler	**0**	**0**	**4,071**	**48,730**	**86,190**
Omni	0	0	0	0	4,078
Daytona	0	0	0	4,936	18,269
Shadow	0	0	4,678	32,253	51,331
Dynasty	0	0	4,572	66,450	63,416
Spirit	0	0	3,621	43,369	51,864
Total Dodge	**0**	**0**	**12,871**	**147,008**	**188,958**
CHRYSLER CORP.	**0**	**0**	**25,353**	**271,083**	**379,557**
Escort	5,799	5,783	11,582	112,957	118,944
Mustang	3,670	0	3,670	46,212	81,544
Tempo	3,074	2,921	5,995	62,924	77,574
Taurus	3,557	7,025	10,582	184,354	204,107
Thunderbird	1,491	2,158	3,649	44,022	69,597
Total Ford Div.	**17,581**	**17,887**	**35,478**	**450,469**	**551,766**
Topaz	1,336	1,505	2,841	27,908	29,971
Cougar	2,829	1,946	4,775	34,441	43,270
Sable	1,858	2,697	4,555	60,820	61,739
Total Mercury	**6,023**	**6,148**	**12,171**	**123,169**	**137,980**
Continental	1,288	1,191	2,479	31,632	34,063
Mark VII	232	210	442	5,541	13,342
Town Car	3,030	2,811	5,841	74,444	89,851
Total Lincoln	**4,550**	**4,212**	**8,762**	**111,617**	**137,256**
Total L-M Div.	**10,573**	**10,360**	**20,933**	**234,786**	**275,236**
FORD MOTOR CO.	**28,154**	**28,247**	**56,411**	**685,255**	**827,002**
Skylark	0	0	0	27,510	53,513
Century	0	1,963	6,909	52,092	40,338
Riviera	119	21	149	13,558	13,116
Electra/Park Ave.	1,411	1,353	6,453	64,715	21,027
LeSabre (fwd)	2,660	1,308	5,690	30,614	96,724
Roadmaster Sedan+	0	1,030	2,884	13,592	0
Roadmaster Wagon+	0	724	1,216	16,848	4,022
Reatta	0	0	0	1,206	5,277
Total Buick	**4,190**	**6,399**	**23,301**	**220,135**	**234,017**
Eldorado	187	26	221	6,616	12,261
Seville	300	44	362	14,271	22,806
Brougham (rwd)	0	210	838	10,857	14,844
DeVille (fwd)	2,547	2,643	11,623	84,522	95,902
Allante	64	64	243	1,817	2,516
Total Cadillac	**3,098**	**2,987**	**13,287**	**118,083**	**148,329**
Cavalier	4,408	4,621	17,508	155,024	188,868
Camaro	0	1,439	4,337	29,600	38,535
Corsica/Beretta	2,240	2,145	17,353	132,384	167,091
Caprice	0	1,235	6,236	79,466	149,000
Corvette	0	383	1,248	13,135	14,596
Total Chevrolet	**6,648**	**9,823**	**46,682**	**429,609**	**558,090**
Calais	0	0	0	34,616	59,289
Cutlass Ciera	0	2,271	7,106	46,785	49,010
Cutlass Supreme	0	1,974	6,634	62,007	51,524
Toronado	72	14	92	2,870	9,509
88 (fwd)	2,716	1,893	8,232	41,359	62,139
Custom Cruiser Wag.††	0	55	335	5,513	1,214
98	1,013	1,686	6,737	46,645	32,784
Total Oldsmobile	**3,801**	**7,893**	**29,136**	**239,795**	**265,469**
Sunbird	1,828	1,932	7,248	71,222	83,181
Grand Am	0	0	0	87,061	113,723
Firebird	0	451	1,378	9,828	24,050
Grand Prix	0	2,449	7,125	60,104	72,581
Pontiac 6000	0	0	0	19,603	36,481
Bonneville	2,541	2,349	7,151	31,151	46,523
Total Pontiac	**4,369**	**7,181**	**22,982**	**278,968**	**376,539**
Total Saturn*	**2,405**	**2,405**	**9,139**	**47,494**	**0**
GENERAL MOTORS	**24,511**	**36,688**	**144,447**	**1,334,985**	**1,582,444**
DIAMOND-STAR*	**2,950**	**2,903**	**10,295**	**88,718**	**73,138**
Civic	1,630	1,635	4,961	51,534	67,605
Accord	7,595	7,475	22,551	203,703	181,379
HONDA	**9,225**	**9,110**	**27,512**	**255,237**	**248,984**
MAZDA*	**3,523**	**3,404**	**10,438**	**89,755**	**98,792**
NISSAN	**2,660**	**2,637**	**5,257**	**75,286**	**51,096**
Corolla	2,100	2,320	8,137	62,306	61,254
Geo Prizm/Nova	2,000	1,820	6,827	56,721	60,678
NUMMI	**4,100**	**4,140**	**14,964**	**119,027**	**121,932**
SUBARU-ISUZU Legacy	1,143	1,120	3,475	32,194	14,971
TOYOTA Camry	**4,250**	**4,298**	**12,716**	**124,254**	**124,417**
TOTAL BIG 3	**52,575**	**64,935**	**229,211**	**2,290,423**	**2,709,903**
TOTAL TRANSPLANT	**27,851**	**27,512**	**84,887**	**784,471**	**733,330**
TOTAL CARS, U.S.	**80,526**	**92,447**	**310,980**	**3,074,894**	**3,522,333**
TOTAL CARS, CANADA	**8,145**	**17,510**	**54,346**	**619,494**	**611,925**
U.S., CANADA CARS	**88,671**	**109,957**	**365,254**	**3,694,388**	**4,134,258**
U.S., CANADA CARS AND TRUCKS	**154,185**	**188,364**	**612,729**	**6,627,240**	**6,956,862**

*Estimate
††1990 totals reflect LeSabre (rwd) †††1990 totals reflect Olds. 88 (rwd)
†Mazda includes MX-6, 626 and Ford Probe; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Saturn includes Geo Metro and Suzuki Swift cars and GM-badged Isuzu trucks.

CANADIAN CAR	Week Ended July 27, 1991	Week Ended July 20, 1991	July to Date	Jan. 1 to July 27, 1991	Jan. 1 to July 28, 1990
Monaco	0	0	557	5,343	5,587
Premier	0	0	280	5,530	5,110
CHRYSLER CORP.	**0**	**0**	**837**	**10,973**	**10,997**
Tempo	3,066	0	3,066	63,089	69,481
Topaz	1,289	0	1,289	20,473	25,040
Crown Victoria	0	2,172	2,172	47,541	69,727
Grand Marquis	0	2,265	2,265	48,631	61,191
FORD MOTOR CO.	**4,375**	**4,437**	**8,812**	**179,734**	**225,439**
Celebrity	0	0	0	0	20,337
Cutlass Ciera	0	1,444	4,998	41,089	53,571
Lumina	0	5,579	16,777	130,684	132,213
Regal	0	2,489	7,658	70,437	57,238
GENERAL MOTORS	**0**	**9,512**	**29,433**	**242,210**	**263,359**
CAMI*	**0**	**0**	**2,946**	**64,270**	**0**
HONDA Civic	**2,190**	**1,990**	**6,277**	**61,122**	**60,813**
HYUNDAI Sonata	**0**	**0**	**965**	**16,450**	**11,243**
TOYOTA Corolla	**1,400**	**1,391**	**5,292**	**38,590**	**35,921**
VOLVO 740 and 940	**180**	**180**	**684**	**5,145**	**5,253**
TOTAL CARS, CANADA	**8,145**	**17,510**	**54,346**	**619,494**	**611,925**

U.S. TRUCK	Week Ended July 27, 1991	Week Ended July 20, 1991	July to Date	Jan. 1 to July 27, 1991	Jan. 1 to July 28, 1990
Caravan	2,400	2,686	10,445	65,372	67,184
Dakota	0	1,679	5,241	46,032	38,746
Caravan C/V	0	0	0	2,109	4,218
Ram pickups	0	1,663	5,286	46,082	57,411
Total Dodge	**2,400**	**6,028**	**20,972**	**159,595**	**167,559**
Cherokee	0	0	2,947	69,622	90,190
Comanche	0	0	79	2,827	4,241
Grand Wagoneer	0	0	0	1,560	3,770
Wagoneer/Briarwood	0	0	12	1,451	2,185
Total Jeep	**0**	**0**	**3,038**	**75,460**	**100,386**
Voyager	1,660	1,873	6,746	54,852	62,835
Town & Country	50	52	265	1,988	2,075
Total C-P Div.	**1,710**	**1,925**	**7,011**	**56,840**	**64,910**
CHRYSLER CORP.	**4,110**	**7,953**	**31,021**	**291,895**	**332,855**
Aerostar	4,796	4,465	9,261	91,652	116,394
Bronco	696	716	1,412	8,545	30,264
Bronco II/Explorer	4,008	4,782	8,790	148,673	99,306
Navajo	0	0	0	5,871	0
Econoline	4,075	4,351	8,426	77,509	111,940
Mediums/Heavies	1,038	0	2,797	19,991	30,975
Light trucks	8,980	9,318	18,298	166,658	259,746
Ranger	7,270	5,654	12,924	143,918	164,599
FORD MOTOR CO.	**30,863**	**29,286**	**61,908**	**662,817**	**813,224**
Astro	3,256	0	3,256	52,861	72,331
Blazer	10	210	587	4,794	10,380
Lumina APV	0	1,112	3,353	24,370	58,807
Mediums/Heavies	266	175	979	980	4,699
P-Model	613	801	2,652	12,122	15,[illegible]
Pickups	3,536	6,200	20,666	167,483	240,501
S10	2,522	5,970	19,279	150,290	139,366
S10 Blazer	1,985	1,764	7,266	19,255	55,616
Sportsvan/Van	0	1,263	3,032	24,593	37,788
Suburban	834	847	3,131	17,265	40,731
Total Chevrolet	**13,922**	**18,342**	**64,201**	**474,013**	**675,811**
Jimmy	209	85	414	1,445	3,216
Mediums/Heavies	292	412	1,243	1,241	5,190
P-Model	34	66	184	1,654	1,973
Pickups	558	2,818	7,925	73,639	89,118
S15/Sonoma	1,181	1,385	5,456	36,016	31,986
S15 Jimmy	200	384	1,643	6,656	19,244
Safari	1,382	0	1,382	22,842	25,957
Suburban	443	571	2,079	14,325	20,411
Vandura/Rally Vans	0	287	776	11,209	14,129
Total GMC	**4,299**	**5,908**	**21,102**	**169,827**	**211,224**
Silhouette	0	603	1,836	12,990	23,762
Bravada	40	578	1,072	9,878	0
Total Oldsmobile	**40**	**1,181**	**2,908**	**22,868**	**23,762**
Pontiac Trans Sport	**0**	**742**	**2,245**	**15,961**	**42,787**
GENERAL MOTORS	**17,361**	**26,173**	**90,456**	**681,969**	**953,584**
NAVISTAR	**1,645**	**1,573**	**3,218**	**41,778**	**43,107**
NISSAN Pickup	**2,660**	**2,656**	**5,316**	**74,134**	**84,914**
SUBARU-ISUZU	**1,204**	**1,212**	**4,238**	**38,042**	**15,526**
AM GENERAL	**400**	**400**	**1,520**	**11,650**	**13,140**
MISCELLANEOUS**	**2,650**	**2,650**	**10,070**	**76,670**	**87,600**
TOTAL TRUCKS, U.S.	**60,993**	**71,963**	**207,747**	**1,870,855**	**2,343,950**

CANADIAN TRUCK	Week Ended July 27, 1991	Week Ended July 20, 1991	July to Date	Jan. 1 to July 27, 1991	Jan. 1 to July 28, 1990
Caravan	0	0	5,890	79,571	52,709
Caravan C/V	0	0	0	11,834	5,610
Ram Wagon	0	0	921	12,647	14,244
Ram Van	0	0	2,636	23,310	33,759
Total Dodge	**0**	**0**	**9,447**	**127,362**	**106,322**
Plymouth Voyager	**0**	**0**	**3,805**	**58,174**	**65,751**
Jeep Wrangler	**0**	**0**	**2,251**	**32,181**	**33,849**
CHRYSLER CORP.	**0**	**0**	**15,503**	**218,717**	**205,122**
FORD F series	**2,925**	**0**	**2,925**	**54,685**	**80,737**
Light trucks	0	2,947	8,979	78,860	101,731
Vans	1,072	1,463	5,287	31,986	31,650
Total Chevrolet	**1,072**	**4,410**	**14,266**	**110,846**	**133,381**
Light trucks	0	1,303	3,462	31,121	40,204
Vans	439	661	2,179	13,944	13,514
Total GMC	**439**	**1,964**	**5,641**	**45,065**	**53,718**
GENERAL MOTORS	**1,511**	**6,374**	**19,907**	**155,911**	**187,099**
CAMI*	**0**	**0**	**900**	**28,673**	**0**
NAVISTAR	**105**	**100**	**325**	**4,111**	**5,726**
TOTAL TRKS., CANADA	**4,661**	**6,534**	**39,719**	**462,897**	**478,684**
U.S., CANADA TRKS.	**65,494**	**78,437**	**247,466**	**2,332,952**	**2,822,634**

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz
May contain error of one or two units due to rounding. Compiled by Anne E. Wright

Poor sales, changeovers shut plants

BOB DeMAYER
Special Correspondent

Thirty-one Big 3 assembly plants are down this week, 24 because of model changeovers and seven because of slow sales.

At General Motors, 20 plants are closed for changeovers, and four plants are idle because of poor sales. One Ford Motor Co. plant is down because of slow sales. Chrysler Corp. has four plants out of action for model changeovers this week and two plants down because of slow sales.

Also because of lagging sales, production of the Ford Mustang at the Dearborn, Mich., assembly plant will be reduced from the present 46.3 cars per hour to 35 cars per hour as of Sept. 30.

The Mustang plant has been idled a total of 13 weeks since January because of a lack of orders. The small specialty segment of the market has been hurt severely by the poor economy, resulting in a 105,000-unit decline in production for the first six months of 1991 compared to the same period in 1990, Ford said.

About 400 of the 2,200 employees at the Dearborn plant will be affected by the reduction in line speed. Ford is examining opportunities to reassign them to other facilities.

Auto manufacturers scheduled 80,526 cars last week, down 12.89 percent from the preceding week and down 16.82 percent from last year.

Year-to-date, U.S. car production is 3,074,894, down 12.70 percent from 1990.

Truckmakers planned to build 60,893 units last week, down 15.31 percent from the prior week and down 22.96 percent from the 1990 week.

So far this year, 1,870,855 trucks have been assembled, 20.18 percent behind 1990.

GM scheduled two shifts of overtime last Saturday at its Baltimore minivan plant. The plant, which is the sole source of Chevrolet Astro/GMC Safari output, resumed production last Monday after a 26-day strike (story on Page 4).

All Chrysler plants were closed for vacation last week.

CANADA: Canadian car production was estimated at 8,145 last week, down 53.48 percent from the prior week and down 49.38 percent from the year-ago week.

Truck production last week was estimated at 4,601, down 29.58 percent from the prior week and down 55.02 percent from the year-ago week.

Year-to-date, truck production in Canada is down 3.47 percent.

Ford scheduled one shift of daily overtime this week at its St. Thomas, Ontario, car plant.

Consulier claims powerful four-seater would get 40 mpg

RIVIERA BEACH, Fla. — Consulier Industries says it will produce a car capable of acceleration to 60 mph in 6.0 seconds that achieves 40 mpg.

Consulier claims the secret to the four-seater's performance is low weight. The company claims that with advanced composite construction it will weigh the same as a Honda Civic. With a 170-horsepower engine, it will provide "the street performance of a Corvette."

Consulier engineers say that with a monocoque structure composed of a low-density foam core composite, the car will weigh half what its competitors weigh and ride like "a $40,000 touring car." The company builds a lightweight two-seater of similar construction.

NOTE

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